

I am the President of a small, family owned, remodeling company in Indiana. The Indiana state law regarding telemarketing and the restrictions on who can be called has had a very negative impact on our business. Our company does not engage in "cold call" telemarketing, however, we do contact our existing customer base to inquire about additional work or service that may be needed. This has in the past been a source for 25% to 30% of our business. Under the current Indiana law we are prohibited from contacting any of the thousands of customers we have developed relationships with over the past 30+ years. The financial impact on our business has been significant, as well as causing us to reduce our staff because of the reduced work. I am strongly in favor of a telemarketing law that would allow companies that have developed relationships with customers to contact those customers.